

Alibaba Cloud Invests US\$283 Million to Accelerate Global Partner Innovations

Trusted cloud leader commits to creating better customer experience with partners

Hangzhou, China, June 16, 2020 – Alibaba Cloud, the data intelligence backbone of Alibaba Group, today announced that it will invest RMB2 billion (US\$283 million) during this fiscal year to empower global partners and accelerate joint innovations in the post-pandemic era. The investment aims to bring its partners up to speed with digitalization capabilities and create joint products and solutions to benefit even more customers across all sectors.

In collaboration with global partners, Alibaba Cloud has delivered more than 2,000 hybrid cloud projects last year to help customers expedite their digitalization processes, saving tens of millions of operation and infrastructure costs. To equip customers with holistic post migration capabilities, Alibaba Cloud has also curated more than 3,000 online classes with partners across the globe, so that customers can gain insights and learn from the proven business scenarios.

“As Alibaba Cloud continues to expand our product and service offerings, we want to bring even more opportunities to our partners so that we can collaboratively innovate to bring the most up-to-date services to our customers, and generate business success for them,” said Lancelot Guo, VP of Alibaba Group, and GM of Ecosystem and Sales Operations, Alibaba Cloud Intelligence. “The investment shows our commitment to help partners integrate their businesses with Alibaba Cloud, and together we will create more value for the global cloud industry.”

Alibaba Cloud is working with close to 10,000 global partners serving more than 350,000 business customers worldwide. With a strong determination to help partners succeed, Alibaba Cloud has invested heavily in research and development, enabling partners to integrate their products and services on Alibaba Cloud’s leading infrastructure platform, so that customers can benefit from the joint solutions for faster time to market. In support of the “to-be-integrated” initiative, to date, together with partners such as MongoDB, Intel, VMware, Salesforce, SAP, Red Hat and Fortinet, Alibaba Cloud has created more than 500 joint solutions catering to industries such as new retail, fintech, manufacturing, media and entertainment.

Looking ahead, Alibaba Cloud hopes to broaden ISV, MSP, SI partner recruitment, leveraging their innovation and technology capabilities to enhance its platform offering for customers. With the investment to be carried out in the current fiscal year, Alibaba Cloud aims to introduce new and improved work process with partners to increase communication efficiency, so that the parties can respond quickly to changing customer demands, especially during black swan events such as the COVID-19 pandemic.

Joining forces with partners, Alibaba Cloud is committed to deep-diving into retail, financial services, healthcare and life sciences, and education to meet the surging customer demand. Alibaba Cloud will also enhance its partner Go-To-Market (GTM) incentives to bring the best offering and innovation for customers to accelerate their digital transformation objectives.

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About Alibaba Cloud

Established in 2009, Alibaba Cloud (www.alibabacloud.com), the data intelligence backbone of Alibaba Group, is among the world's top three IaaS providers, according to Gartner, and the largest provider of public cloud services in China, according to IDC. Alibaba Cloud provides a comprehensive suite of cloud computing services to businesses worldwide, including merchants doing business on Alibaba Group marketplaces, start-ups, corporations and government organizations. Alibaba Cloud is the official Cloud Services Partner of the International Olympic Committee.

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